

Upstate New York World Trade News

U.S. Department of Commerce - U.S. Commercial Service

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DECEMBER 2005

YOUR PRIVACY IS IMPORTANT TO US! WE MAKE EVERY EFFORT TO MINIMIZE UNWANTED COMMUNICATIONS FROM OUR OFFICE. IF YOU DO NOT WISH TO RECEIVE SIMILAR INFORMATION PLEASE CALL OUR OFFICE.

CHINA INTELLECTUAL PROPERTY RIGHTS ADVISORY PROGRAM FREE LEGAL CONSULTATION

New Program for Small-Medium U.S. Companies

The U.S. Department of Commerce, in cooperation with the American Bar Association, the National Association of Manufacturers, and the American Chamber of Commerce in China, has established a new China Intellectual Property Rights Advisory Program. Through this program, American small and medium-sized businesses can request a free, one-hour consultation with a volunteer attorney experienced in both IPR issues and the Chinese market to learn how to protect and enforce intellectual property rights in China.

In addition, this program also seeks to:

- Help American businesses understand the steps they must take to develop an intellectual property protection strategy for the Chinese market
- Help U.S. companies facing China-related IPR disputes pursue resolution to their problems
- Reinforce the message that it is essential for U.S. companies to take action to protect and enforce their IPR in accordance with China's civil, administrative and criminal laws, and that failing to act can have devastating consequences for future business

Information on the China IPR Advisory Program can be found at <http://www.export.gov/China> and <http://www.stopfakes.gov>.

BASICS OF EXPORTING

Thursday ~ December 8, 2005

8:00 a.m. - 1:00 p.m.

Bohn's Restaurant ~ Batavia, NY

The International Business Council of the Rochester Business Alliance will present this seminar on basic exporting. This event provides an excellent overview on exporting issues, from developing customers to international finance.

RBA Members \$39.00 ~ Non-members \$49.00
(includes continental breakfast)

For more information call Edna Smith at (585) 224-2727. To register online please go to http://www.rochesterbusinessalliance.com/scriptcontent/pdfs/BasicExportingRegistration_December.pdf.

NEW U.S. COMMERCIAL SERVICE OFFICE OPENS IN SENEGAL

A new U.S. Commercial Service office recently opened in Senegal that is part of a network across Western Africa that will help U.S. companies get a foothold in 18 emerging markets. Located in central Dakar, the office will serve as a regional hub for Cote D'Ivoire, Chad, Gambia, Mauritania, Benin, Gabon, Mali, Niger, Burkina Faso, Guinea Conakry, Togo, Cameroon, Cape Verde, Sierra Leone, Liberia, Guinea Bissau, and Equatorial Guinea. U.S. Commercial Service staff will help U.S. and West African businesses forge new partnerships through business counsel, market research, help in identifying qualified suppliers and assistance in promoting U.S. products and services in West Africa. For more information on doing business in West Africa go to <http://www.buyusa.gov/westafrica>.

U.S. DEPARTMENT OF COMMERCE **TRADE MISSIONS**

AEROSPACE EXECUTIVE SERVICE (AES)

Asian Aerospace ~ February 2006

http://www.trade.gov/doctm/aes_singapore_0206.html

ENVIRONMENTAL TECHNOLOGIES

Malaysia, Thailand, & Philippines ~ May 2006

http://www.trade.gov/doctm/environmental_sea_0406.html

INFORMATION & COMMUNICATION

Hong Kong & Singapore ~ May 2006

http://www.trade.gov/doctm/ict_hk_singapore_0506.html

HEALTHCARE TECHNOLOGIES

Greece, Croatia & Italy ~ May 2006

http://www.trade.gov/doctm/healthcare_europe_0505.html

ELECTRIC POWER

Philippines, Vietnam & Thailand ~ June 2006

http://www.trade.gov/doctm/electric_philippines_vietnam_thailand_0606.html

HEALTHCARE TECHNOLOGIES

China & Hong Kong ~ September 2005

http://www.trade.gov/doctm/healthcare_china_hong_kong_0906.html

CANADIAN FOOD & BEVERAGE SHOW **USA PAVILION**

February 20-22, 2005 ~ Toronto

This is the largest foodservice trade show in Canada, drawing more than 700 exhibitors and 10,000 trade visitors. The USDA-FAS (Foreign Agricultural Service) will sponsor a USA Pavilion, including cooking demonstrations and a market briefing for exhibitors in the pavilion.

First time exporters may qualify for the USDA-FAS Market Access Program (MAP). MAP offers small businesses a 50% cost-share funding program that assists in the promotion of brand name food products in foreign markets. Many overseas trade show expenses are eligible, including exhibiting fees, rental and set-up costs, and freight. Food Export USA Northeast administers MAP funds for USDA-FAS. For details on the Market Access Program please go to <http://www.foodexportusa.org/services/branded.htm>.

For additional information on the USA Pavilion go to <http://www.fas.usda.gov/agexport/shows/canadianbev05.pdf> or contact Marilyn Bailey, U.S. Embassy, FAS Ottawa, (613) 688-5266 or e-mail marilyn.bailey@usda.gov.

INTERNATIONAL BUYER PROGRAM

The U.S. Commercial Service's International Buyer Program brings international buyers to the U.S. each year to meet with U.S. companies at major trade shows. Take advantage of these opportunities to meet with (at no cost) potential partners from around the world. The following are just a few of our upcoming IBP events. For more information call our office. For a complete list of upcoming IBP events go to http://www.export.gov/comm_svc/intl_buyer_program.html.

INTL CONSUMER ELECTRONICS SHOW

January 5-8, 2006

WORLD AG EXPO

February 14-16, 2006

INTERNATIONAL HOME & HOUSEWARES SHOW

March 12-14, 2006

WASTE EXPO

April 4-7, 2006

CTIA WIRELESS

April 5-7, 2006

KITCHEN/BATH INDUSTRY SHOW/CONFERENCE

April 20-23, 2006

FMI SHOW

May 7-9, 2006

NATIONAL HARDWARE SHOW LAWN & GARDEN WORLD

May 9-11, 2006

NATIONAL RESTAURANT HOTEL-MOTEL SHOW

May 20-23, 2006

GLOBALCOMM

June 4-8, 2006

CLINICAL LABORATORY EXPO

July 23-27, 2006

A PRACTICAL GUIDE FOR U.S. FOOD EXPORTERS IN CANADIAN MARKET

This new 36-page report from the USDA-Foreign Agricultural Service provides a Market Overview, Export Business Tips, Food Import Regulations, Best High-Value Product Prospects, and more!

<http://www.fas.usda.gov/gainfiles/200511/146131582.pdf>

CANADIAN RETAIL FOOD SECTOR

Canadian food retailers generated 24% of all retail sales, reaching C\$82.4 billion in 2004, a 5% increase over 2003. This report provides a snapshot of the Canadian retail food sector to assist U.S. exporters wishing to investigate that market. Read more in this new 24-page report from the USDA-Foreign Agricultural.

<http://www.fas.usda.gov/gainfiles/200511/146131607.pdf>

MIDDLE EAST & NORTH AFRICA **BUSINESS INFORMATION CENTER**

The Middle East & North Africa is a region of great opportunity for all types of companies, not just large multinationals. However, business in the region can be challenging as well as rewarding. Find out whether doing business in the Middle East and North Africa is for you. What are the opportunities? What does it take to succeed? The U.S. Commercial Service Middle East North Africa Business Information Center now has information on Algeria, Bahrain, Egypt, Iraq, Israel, Jordan, Kuwait, Lebanon, Morocco, Oman, Qatar, Saudi Arabia, Tunisia, U.A.E. and West Bank/Gaza.

<http://www.export.gov/middleeast>

NEW MARKET RESEARCH

The U.S. Commercial Service and the USDA-Foreign Agricultural Service have some of the most comprehensive information about the export potential for U.S. products. The reports listed below are just a few of the reports received in November from U.S. Embassies and Consulates worldwide. There is no charge! Just circle any of interest and fax your request to our office at (716) 551-5290.

U.S.COMMERCIAL SERVICE

Advanced Plastics (Germany)
Aerospace Industry Maintains Ascent (Germany)
Aerospace Industry Market Brief (China)
Aerospace Industry Market Brief (Indonesia)
Aerospace Market Brief (Japan)
Aerospace Market Overview (New Zealand)
Aerospace Market Brief (Singapore)
Agricultural Equipment & Machinery (Mexico)
Air Monitoring & Treatment Market (Canada)
Aircraft & Aircraft Parts Market (Malaysia)
Airport & Ground Support Equipment (Vietnam)
Baby Products (Mexico)
Biometrics Market (Singapore)
Broadband Access Via TV Cable (Germany)
Commercial Laundry Equipment (Egypt)
Consumer Electronics Market (UK)
Consumer Good Market (South Africa)
Contaminated Land Remediation Products (UK)
Disabled-Related Aids (Australia)
Electric Power Sector (Indonesia)
Fixed Broadband Wireless Access (Vietnam)
Gaming & Gaming Halls Market (Mexico)
Hazardous Waste Cleanup: \$128 Million Allocated (Canada)
Healthcare Sector (Germany)
Information Tech Infrastructure Security (Australia)
ITC Industry Trends (Austria)
LNG Equipment Market (China)
Medical Market (Finland)
Oil & Gas Field Machinery (Peru)
Oil & Gas Natural Gas Market/Equipment (Turkey)

Pet Food & Accessories Market (Sweden)
Pharmaceutical Intermediates (Germany)
Pharmaceutical Market (Vietnam)
Plastic Extrusion Equipment (Russia)
Plastics Materials & Resins (Colombia)
Pulp, Paper & Paperboard (Peru)
Solid Urban Waste Handling Equipment (Argentina)
Solid Waste Management Market (Philippines)
Surgical Equipment & Appliance Market (UK)
Transport Infrastructure Projects (Ireland)
Upstream Oil & Gas Equipment (Philippines)
Water Pumps (Australia)
Water & Wastewater Treatment (Singapore)
WEEE Implementation (Hungary)
WEEE Implementation (Portugal)

FOREIGN AGRICULTURAL SERVICE

Alcohol Spirits Market (Russia)
Annual Food Exporter Guide (China)
Annual Food Exporter Guide (Greece)
Annual Food Exporter Guide (Peru)
Condiments, Sauces & Salad Dressings (Korea)
Country of Origin Labeling (Australia)
Food Import Certification Guide (France)
Food Import Regulations & Standards (China)
Kosher Foods (Brazil)
Kosher Food Market (Canada)
Kosher Food Market (Israel)
Market Development Report (Russian Far East)
Non-Alcoholic Beverages (Thailand)
Products Requiring Sanitary Certification (Russia)
Retail Food Sector (Austria)
Retail Food Sector (Chile)
Retail Food Sector (Saudi Arabia)
Retail Food Sector (South Africa)
Retail Food Sector (Spain & Portugal)
Retail Food Sector (Taiwan)
Retail Food Sector (Vietnam)
Wine Market (Thailand)
Wine & Spirits Market (Russia)

U.S. COMMERCIAL SERVICE **TRADE LEADS DATABASE**

Find qualified sales prospects and collect the latest business opportunities around the world.

http://www.export.gov/eac/trade_leads.asp

MEXICO DELAYS NEW **WOOD PACKAGING ENFORCEMENT**

As a result of an action by the Mexican Ministry for Environment & Natural Resources, the wood packaging material (WPM) used in exports to Mexico will not have to meet the new requirements until February 1, 2006. This delays the scheduled implementation date of September 16, 2005. The new rule will require either fumigation or heat treatment of WPM to prevent the introduction of insect pests.

BIS “RED FLAGS” REVISION

Under a proposed revision, the U.S. Department of Commerce’s Bureau of Industry & Security (BIS) increases the number of circumstances identified as a “red flag” from 12 to 23. The new BIS rule clarifies standards under the Export Administration Regulations for investigating end-use and end-user red flags that can arise during export transactions. This will raise the exporter’s level of suspicion regarding potential foreign customers as well as dealing with freight forwarders or other manufacturers. Under the new ruling, BIS would consider a party to have “knowledge” of a particular fact or circumstance if a reasonable person in that situation would conclude, upon consideration of the facts and circumstances, that the existence or future occurrence of the fact or circumstance in question is more likely than not.

1) The customer is vague, evasive, or inconsistent in providing information about the end-use of a product.

2) The product’s capabilities do not fit the buyer’s line of business or level of technical sophistication. For example, a customer places an order for several advanced lasers from a facility with no use for such equipment in its manufacturing processes.

3) A request for equipment configuration is incompatible with the stated ultimate destination (e.g., 120 volts for a country with 220 volts).

4) The product ordered is incompatible with the technical level of the country to which the product is being shipped. For example, semiconductor manufacturing equipment would be of little use in a country without an electronics industry.

5) The customer has little background in the relevant business. For example, financial information is unavailable from ordinary commercial sources and the customer’s corporate principal is unknown.

6) The customer is willing to pay cash for an expensive item when the normal practice in this business would involve financing.

7) The customer is unfamiliar with the product’s performance characteristics but still wants the product.

8) The customer declines installation, testing, training, or maintenance services, even though they are included in the sales price or are ordinarily requested for the item involved.

9) Terms of delivery, such as date, location, and consignee, are vague or unexpectedly changed or delivery is planned for an out-of-the-way destination.

10) The address of the ultimate consignee, as listed on the airway bill or bill of lading, indicates that it is in a free trade zone.

11) The ultimate consignee, as listed on the airway bill or bill of lading, is a freight forwarding firm, a trading company, a shipping company, or a bank, unless it is apparent that it is also the end user or the end-user is otherwise identified on the airway bill or bill of lading.

12) The shipping route is abnormal for the product and destination.

13) Packaging is inconsistent with the stated method of shipment or destination.

14) When questioned, the buyer is evasive or unclear about whether the purchased product is for domestic use, export, or re-export.

15) The customer uses an address that is inconsistent with standard business practices in the area (e.g., a P.O. Box address where street addresses are commonly used).

16) The customer does not have facilities that are appropriate for the items ordered or end-use stated.

17) The customer’s order is for parts known to be inappropriate or for which the customer appears to have no legitimate need (e.g., there is no indication of prior authorized shipment of system for which the parts are sought).

18) The customer is known to have or is suspected of having dealings with embargoed countries.

19) The transaction involves a party on the Unverified List published by BIS in the Federal Register.

20) The product into which the exported items are to be incorporated bears unique designs or marks that indicate an embargoed destination or one other than the customer has claimed.

21) The customer gives different spellings of its name for different shipments, which can suggest that the customer is disguising its identity and/or the nature and extent of its procurement activities.

22) The requested terms of sale, such as product specification and calibration, suggest a destination or end-use other than what is claimed (e.g., equipment that is calibrated for a specific altitude that differs from the altitude of the claimed destination).

23) The customer provides information or documentation related to the transaction that you suspect is false, or requests that you provide documentation that you suspect is false.